



News from the Frontier of Innovation

May 2000

Monthly Activity Report from the Loudoun County Department of Economic Development
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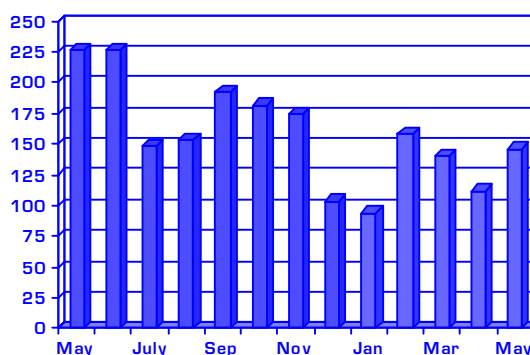
New Prospect Activity:

Prospect activity for the month of May:

- @ Received 57 requests for general information
- @ Delivered 23 Packages/Presentations
- @ Worked with 14 new and 52 on-going prospects

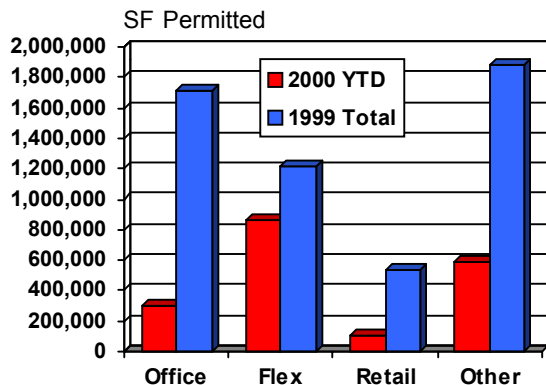
Total Prospect Activity

May 1999 - May 2000



New Construction Activity:

Nonresidential Construction 1999 Total and 2000 YTD April



For April 2000, the value of new buildings (\$5,969,550) and alterations (\$5,485,211) equaled over \$11.4 million.

Loudoun County permitted 238,476 square feet of non-residential construction during the month of April:

- ~ Office - 0 SF (120,442 SF last month)
- ! Flex/Industrial - 219,810 SF (40,000 SF last month)
- ~ Retail - 0 SF (104,905 SF last month)
- ! Other - 18,666 SF (354,808 SF last month)
- ~ Taxable - 220,774 SF (619,924 SF last month)
- ! Route 28 - 133,260 SF (543,329 SF last month)

Announcements:

New Business

☞ The **2eCorporation, Inc.** (www.2ecorporation.com) has located its headquarters in 3,500 square feet at the Countryside Professional Center in Sterling. Through its patent-pending eBx Employee Benefits Exchange software, 2e serves as a complete company communications tool for online benefits and HR management applications. It improves an organization's productivity by automatically determining which ERISA and IRS documents employees need to receive and then delivers, tracks, and records receipt automatically. In addition to ensuring compliance with federal regulations, the system's technology reduces administrative costs, improves communication, and increases employee satisfaction. 2e currently employs a staff of 15.

☞ **Tara Transport Services** has moved into 12,413 square feet at the Le Bourget Business Park in Dulles. This 17 year old courier and delivery business has moved its headquarters from Fairfax County, and brings to Loudoun four permanent employees and 25-30 independent contractors.

☞ **NeuStar, Inc.** (www.neustar.com) has signed a lease at the Loudoun Tech Center for 40,440 square feet of office space. In 1999, NeuStar became an outgrowth of

the Lockheed Martin Communications Industry Services group, and today the company focuses on providing reliable, high-quality, and responsive neutral third-party clearing-house services to the telecommunications industry.

☞ **WTS International** (www.wtsintl.com) assumed management of The Spa at Lansdowne April 1 and has hired approximately 15 new employees for the Leesburg resort. The company is headquartered in Silver Spring, Maryland and serves as leisure consultants and managers to spas and fitness facilities nationwide. The company also manages the Ashburn Village Sports Pavillion.

☞ Welcome to **NeedBandwidth.com, Inc.** (www.needbandwidth.com), located in Virginia Village on Catoctin Circle in Leesburg. The company provides wholesale pricing for dedicated access or broadband facilities such as ISDN, DSL, Frame relay, T-1, T-3, OC-3 and comparative pricing for hosting, colocation, virtual private network services, and telecommunication products to businesses. They also supply a software-based solution to the telecommunications carrier marketplace to convert online orders directly into the Provisioning, Operations, and Billing platforms of the selected providers. NeedBandwidth currently leases 2,000 square feet and employs 15, and will expand to 35-40 employees within the next six months.

Noteworthy:

Y Chairman Scott York, DED's Larry Rosenstrauch and Pam Treadwell hosted a table at the May 3 **Virginia Chamber of Commerce Fantastic 50 Awards** dinner in Richmond. The evening was a celebration of the top 50 privately held Virginia-based companies with the highest sales revenue growth percentages over a four-year fiscal period. Four Loudoun companies; Vastera Inc., Reliable Software Technologies, FGM Inc., and NLX Corporation were honored. NLX also won the Virginia Vanguard Award for being Virginia's top technology company.

Y Morino Institute Senior Fellow Robert G. Templin, Jr. spoke on "Leadership for the New Economy" at the **EDC Business Appreciation Breakfast** May 18th at Lowes Island Country Club in Cascades. During the breakfast, Chairman Scott York presented Resolutions of Appreciation to honor Loudoun businesses and the Loudoun Chamber of Commerce. Accepting the awards were EDC's Georgia Graves and Lou Canonico, and Chamber representative Merv Forney.

Y Ever wanted to know what really goes on at all those beautiful Loudoun farms? Now's your chance to find out -- at the **Spring Farm Tour** June 3 & 4 from 10am-4pm. Organized by the Loudoun Valleys Initiative, the Farm Tour opens 18 of the county's agricultural treasures to the public. Come observe dressage, study livestock, sample wines, pick up a lunch of fresh produce and farm products, and most importantly, learn about the efforts being made by the people in Loudoun to develop sustainable agriculture. Brochures with maps are available at the Loudoun County Government Center front desk, county libraries, and the Loudoun Tourism Council visitors' center.

Y DED welcomes a new staff member and two veteran interns in May: **Sandy Denham** joined us May 25th as our new Communications & Special Projects Coordinator, **Tracy Selmer** from the College of William and Mary has returned to update the Overview of Loudoun County, and **Richard Gear** from American University is back to conduct research for the Comprehensive Plan. Welcome!

Y Loudoun visits Hampton in May: **Christina Watson** attended the Virginia Downtown Development Association conference in Hampton, Virginia. The statewide conference provided networking time with local organizations and identified revitalization opportunities for Loudoun County's towns to explore.